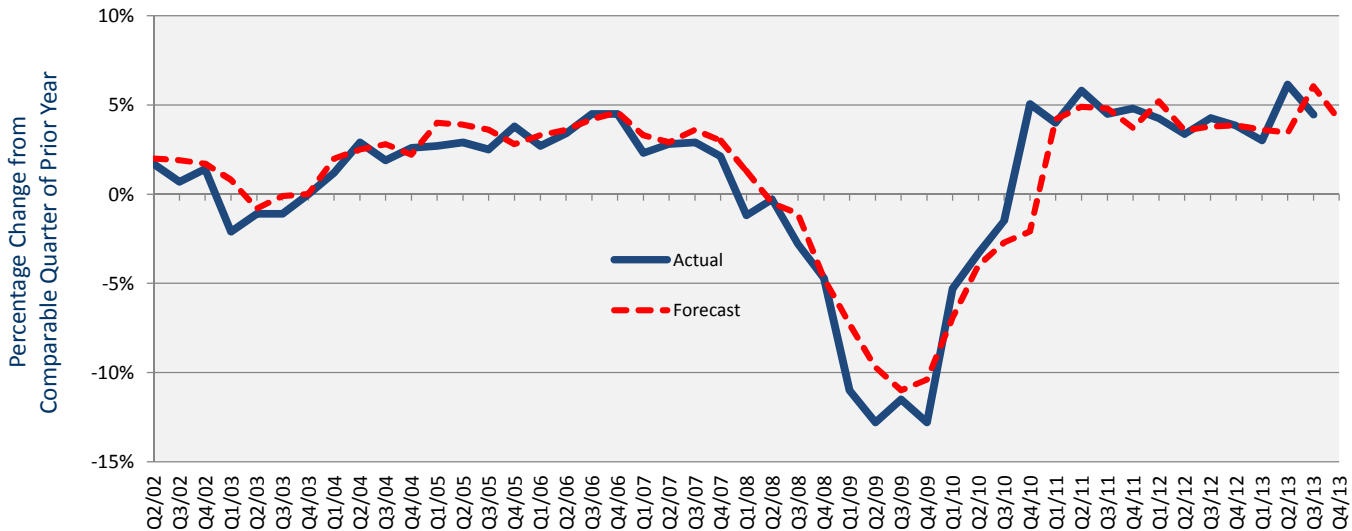


# MAFSI businessbarometer

The industry's definitive non-food sales/trend indicator

Q3/13 Report

## Overall Sales Per Quarter



## Q3/13 MBB Shows Continued Modest Growth of 4.5%

*Gains reported for all regions and categories*

The MAFSI Business Barometer continued its steady advance with a gain of 4.5% over the third quarter of 2012. This is the third year of gains between the range of 4-6%, which indicates a solid, sustainable period of expansion.

Regional sales ranged from 3.3% in the Northeast, 4.1% in the Midwest, 4.3% in the South, 5.4% in Canada and 6.4% in the West. By product type, furnishings gained 3.8%, equipment 4.4%, supplies 4.7% and tabletop 5.2%.

The results are on par with the overall forecast of 4.7% for all of 2013.

Reps expect to close out the year with a steady forecast of 4.1% for the fourth quarter of 2013.

Furthermore, 42% of reps are quoting more versus 20% less and 43% report more consultant activity versus 15% less.

MAFSI will be releasing the Expanded Barometer Report mid-December as well as its annual forecast by category, region and overall for 2014.

*Written and compiled by Michael R. Posternak, PBAC*

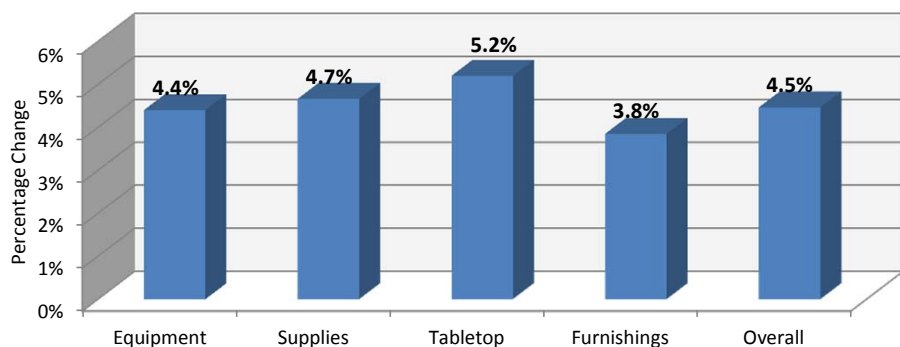
**MAFSI Business Confidence Index for 4th Quarter 2013**  
Oct 1 - Dec 31 compared to 4th Quarter 2012

**All Regions**  
**4.1%**

**MAFSI Business Confidence Index for 2013**  
Compared to 2012

**Overall**  
**4.7%**

## 3rd Quarter 2013 Overall Sales Jul 1 - Sep 30 compared to 3rd Quarter 2012



# MAFSI businessbarometer

## Projected 4th Quarter 2013 Sales Percentage Change

Oct 1 - Dec 31 compared to 4th Quarter 2012

**Northeast**  
3.8%

**South**  
5.5%

**Midwest**  
3.0%

**West**  
5.1%

**Canada**  
3.7%

## Projected 2013 Overall Sales Percentage Change Forecast

Compared to Overall Sales for 2012

**Northeast**  
5.3%

**South**  
2.6%

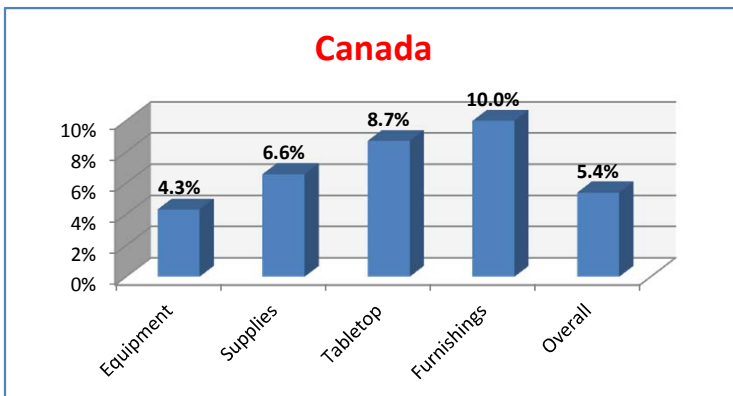
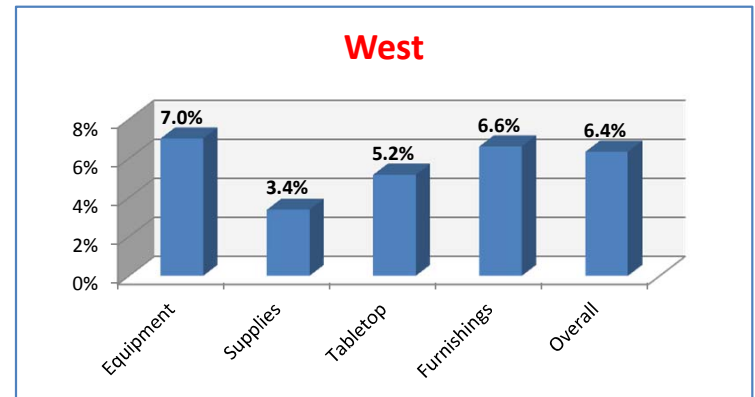
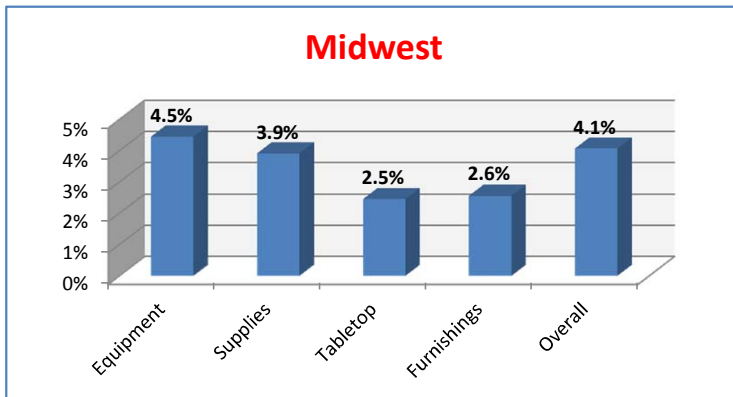
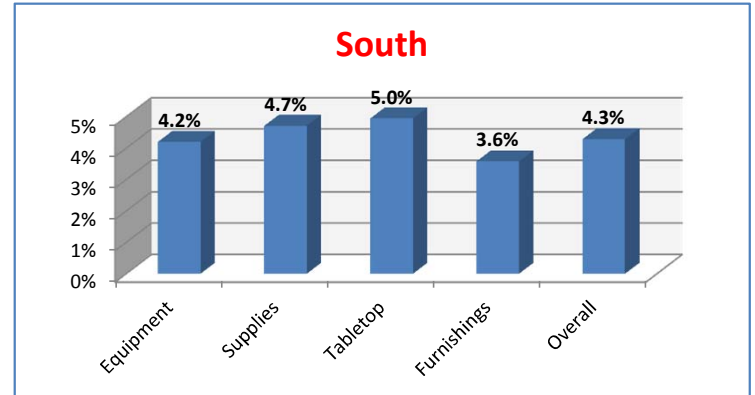
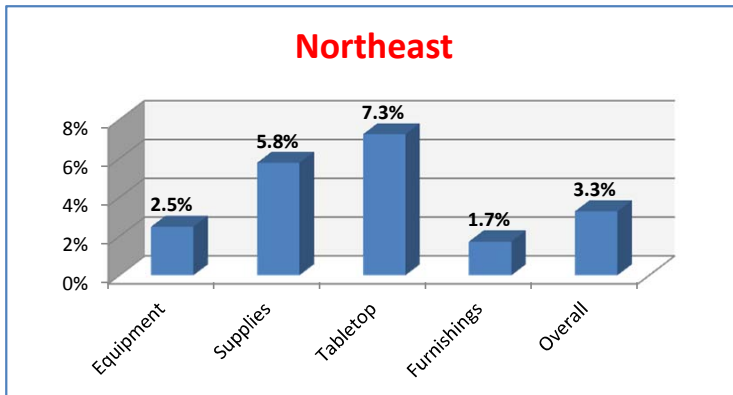
**Midwest**  
4.0%

**West**  
5.9%

**Canada**  
5.5%

## 3rd Quarter 2013 Overall Sales Percentage Change

Jul 1 - Sep 30 compared to 3rd Quarter 2012



**NORTHEAST** includes the states:

ME, NH, VT, MA, RI, CT, DE, NJ, NY, PA, DC, MD, VA

**SOUTH** includes the states:

NC, SC, GA, FL, AL, TN, MS, AR, LA, OK, TX

**MIDWEST** includes the states:

KY, W. PA, WV, ND, SD, NE, KS, MN, IA, MO, WI, IL, IN, MI, OH

**WEST** includes the states:

WA, OR, ID, MT, WY, CO, NM, UT, AZ, NV, CA, AK, HI

**CANADA** includes all provinces and territories in Canada.